

# WA State Procurement with WA State VOBs

Putting Executive Order 13-01 of May  
10, 2013 into action

Eric Klunder, January 8, 2015

# Executive Order 13-01

## Veteran Transition Support

### **Agency Procurement from Veteran-Owned Businesses**

Each executive cabinet agency shall set a target of awarding at least five percent of all procurement contracts to certified veteran-owned businesses. The Department of Veterans Affairs (DVA), in consultation with the Department of Enterprise Services (DES), will establish agency reporting standards and protocols.

# Initiative 200 – November 1998

"The state shall not discriminate against, or grant preferential treatment to, any individual or groups on the basis of race, sex, color, ethnicity or national origin in the operation of public employment, public education or public contracting."

# WA State VOB Contracting in 2014

- No data or tracking on any WA State contracting with VOBs
- Agencies hear something might happen in future
- Solicitations mention that VOBs are encouraged to participate
- Some procurements that are tied to federal funding have diversity requirements but always have
- OWWBE database is primary resource as a list of diversity vendors but does not include VOBs

# The current gaps

- Opportunities need to be real for VOBs to invest time pursuing state procurement
- Opportunities need to be readily identifiable to VOBs to efficiently pursue
- Agencies and prime contractors need to know how to reach interested VOBs
- The state needs ways to track spending with VOBs to measure progress

# What works: Federal Contracting

- Defined diversity goals by percentage that are hard goals
- Pursued at prime contracting level with direct procurement for contracts under \$150K
- Pursued at subcontracting level by goals for prime contractors
- Now also managed through FedBid.com (not FedBizOps) to quick bid to all type so of business

# What works: WA State Contracting

- OMWBE extremely successful but hampered by Initiative 200 and not inclusive of VOBs
- Department of Veteran Affairs database separate and in process of being tied to WEBS
- Outreach programs – SBA, PTAC, DVA (VetBoss at Alliance NW March 2015), Prime Contractors
- Intention is written into executive order 13-01

# What can be done?

- Create hard agency spend goals for both direct spend and indirect spend through large business primes
- Track the spend data for each agency
- Integrate VOBs and MWBEs into one diversity database
- Fund DVA for greater outreach in business community as opportunities become real